

Petrobras and Devon Energy Procurement Webinar

Are you interested in selling your products or services to the rapidly expanding oil and gas industry in Brazil? If so, please join us for a webinar, from the comfort of your office, to hear representatives from Petrobras America and Devon Energy present their short and medium term procurement plans for projects in Brazil.

Featuring:

Armando Cavanha, Procurement Manager, Petrobras America Inc.
Mike Duffy, Deepwater Facilities Manager, Devon Energy Corporation
Camille Richardson, Commercial Consul, US Consulate, Rio de Janeiro, Brazil

Date: Wednesday, September 20th, 2006

Time: 3:00 pm EST/ 2:00 pm CST /12:00 pm PST

Location: Your office or wherever you can make a call and log into a website

Duration: 2 hours 15 minutes

Cost: \$40

Register by downloading the form below

**Hosted by the US Department of Commerce's Commercial Service
(Houston office and Energy Team)**

By participating in this online webinar you will:

- Learn how to sell directly to Petrobras America located in Houston, Texas and to their Headquarters in Brazil. Petrobras America purchases \$250 million annually in goods and services from the United States. Petrobras' headquarters, purchases over \$800 million in services annually from the United States. Additionally, Petrobras has just announced an \$87 billion dollar investment plan for 2007-2011.
- Gain an understanding of Devon Energy's procurement process and implementation for its POLVO project, their first exploration project in Brazil. Devon also has rights to eight additional blocks in Brazil.
- Learn from the Commercial Consul located in the US Consulate in Rio de Janeiro, Brazil about the rapid expansion and investment in Brazil's oil and gas sector and how to approach the market successfully and profitably.
- Ask specific questions from company and consulate representatives about sales strategies for your products or services.

Who should participate?

Anyone selling products or services that would be used by multinational oil and gas exploration and production companies. These companies purchase a broad range of oil and gas, engineering, industrial, environmental and IT equipment and services. But there are many more products and services that support these large firms such as catering, transportation, legal counsel etc. If you would like to learn more about whether your company is a fit, please participate in the webinar.

Why should you participate?

Prior to 1997, Petrobras was the only company authorized to carry out oil and gas exploration in Brazil. Now, there are 44 companies with oil exploration and appraisal areas in Brazil. There are 47 fields in the development stage and 256 production fields which contain proven reserves. This will result in \$100 billion dollars in investments between 2007- 2011. Understanding how to market your products and services to these companies is an essential first step in your sales process, and these insights will also help you sell to other companies located in Brazil.

This program was presented live to a sold out audience in Houston, Texas on August 23rd. Don't miss out on this unique opportunity to hear these presentations and ask live questions to these company representatives.

AGENDA: (The times indicate the length of the program since participants will be from different times zones)

:00	Introduction to the program
:10	Presentation by Devon
:40	Q's and A's with Mike Duffy
1:00	Presentation by Petrobras
1:30	Q's and A's with Armando Cavanha
1:50	Presentation by Camille Richardson, US Consulate- Rio de Janeiro "Doing Business in Brazil's Oil & Gas Sector "
2:05	Q's and A's with US Consulate team
2:15	Program concludes

How do I register?

Download the form below, fill it out and fax it in with your credit card payment. Once we receive the payment, we will e-mail you the conference call passcode and the log-in information for this on-line presentation.

Questions?

Please contact Ellen Lenny-Pessagno at 281-449-9433.